| | |
|---|---|
| **Description/ Scope of Work** | Design, manufacture, supply, installation, maintenance and removal of vehicle branding on multiple vehicle categories for Distribution (Dx) vehicles across the country. |
| **Duration of the Project** | Five (5) years, on an as-and-when-required basis |

## Section 1: Specific Goals

A maximum of 10/20 points may be awarded to a tenderer for the specific goal specified for the tender. The points scored for the specific goal must be added to the points scored for price and the total must be rounded off to the nearest two decimal places. Subject to section 2(1)(f) of the Preferential Procurement Policy Framework Act, the contract must be awarded to the tenderer scoring the highest points.

| B-BBEE Status Level of Contributor | Number of points (90/10 system) | Number of points (80/20 system) |
|---|---|---|
| 1 | 10 | 20 |
| 2 | 9 | 18 |
| 3 | 6 | 14 |
| 4 | 5 | 12 |
| 5 | 4 | 8 |
| 6 | 3 | 6 |
| 7 | 2 | 4 |
| 8 | 1 | 2 |
| Non-compliant contributor | 0 | 0 |

**NB: The following documents are required to claim preference points,**

- Valid B-BBEE certificate issued by a SANAS accredited verification agency / sworn affidavit / CIPS affidavit.
- Proof of ownership / shareholding (preferably CIPC documentation) inclusive of shareholding breakdown.
- Certified ID copies of shareholder(s).
- Proof of Disability (where applicable).
- In a case of a trust, consortium or joint venture (including incorporated consortia and joint ventures), a consolidated B-BBEE status level verification certificate.

**Note: Eskom will not accept a Sworn Affidavit with an electronic signature**

**Tenderer failing to provide documentation for the allocation of preference points will not be disqualified, but'**

- May only score point out of 90/80 for price.
- Scores 0 points out of 10/20 for specific goals


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# Section 2: SDL&I Objective criteria

The inclusion of objective criteria in an enquiry is not mandatory but a condition for contract award, and if included, this must align with the requirements of the PPPFA [clause 2(1)(f)] and be clearly stated in the enquiry together with the consequence of such objective criteria (i.e., if the tenderer does not meet objective criteria; it may lead to the second-ranked tenderer being recommended for award).

## 2.1 Mandatory Subcontracting as condition of award

Subcontracting is mandatory on contracts above R30 million and is a condition for contract award.
Tenderers shall subcontract a minimum of 30% of the contract value to the following designated groups:

- an EME or QSE which is 51% owned by black people living in rural or underdeveloped area or townships.

**NOTE 1:** Tenderers shall submit the following mandatory returnable for Subcontracting:

- Subcontracting agreement signed by both with subcontractors' company registration documents (CK and B-BBEE certificate or sworn affidavit) or
- Copies of sub-contracting contracts (agreements) or copies of letters from the tenderer to the sub-contractors, stating the intent to sub-contract. The Tenderer should sign both documents and the Sub-contractor(s) earmarked.

Potential scope to be subcontracted and/or outsourced for **Mpumalanga, Limpopo and Gauteng provinces.**

- Regional vehicle branding installation, fitment, inspection, repair and removal services.
- Supply of locally sourced signage consumables, application tools, cleaning materials, minor logistics, site support and quality assurance activities.

Participating tenderer/s are required to populate the sub-contracting information on the table below:

**Sub – contractor details:**

| | |
|---|---|
| Name of contractor / Contractors | |
| Proposed Scope of work to be performed by sub-contractor | |
| % **Subcontracting** | |
| Contact person | |
| Telephone number | |
| E-mail address | |

| | |
|---|---|
| Name of contractor / Contractors | |
| Proposed Scope of work to be performed by sub-contractor | |
| % **Subcontracting** | |
| Contact person | |
| Telephone number | |
| E-mail address | |

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**Note:** A supplier awarded a contract/purchase order may not subcontract more than 25% of the value of the purchase order to any other entity that does not have an equal or higher B-BBEE status level of a contributor than the supplier concerned unless the contract is subcontracted to an EME that has the capability and ability to execute the subcontract.

## Section 3: SDL&I Objectives in line with Reconstruction and Development Programme (RDP) Goals

Tenderers who complete and submit the objectives as required, but who do not meet Eskom's targets, will not be disqualified. SDL&I objectives do not form part of scoring but commitments will form part of contractual obligations

### 1. Transformation – BBBEE Improvement or Retention Plan

Transformation remains an area of focus, where Eskom continuously strives to align itself with national transformation imperatives to unlock growth, drive industrialization, create employment and contribute to skills development.

Eskom encourages its suppliers to constantly strive to improve their B-BBEE rating. Whereas Tenderer/s will be allocated points in terms of a preference point system based on specific goals, Eskom also requests that tenderer/s submits their B-BBEE improvement or retention plan within 30 days of signing the contract.

Tenderer/s are therefore requested to indicate the extent to which they will maintain (only if the respondent is a Level 1) or may improve/maintain their B-BBEE status over the contract period if their B-BBEE status is level 2 or 3. Tenderer/s with a B-BBEE status level 4 at the time of contract award, shall migrate and achieve as a non-negotiable a milestone of B-BBEE Level 3 by the end of the first year of the contract and thereafter improve their B-BBEE status level or migrate by one level higher.

Tenderer/s with a B-BBEE recognition status of Level 5 to Level 8 or non-compliant at the time of contract award, shall migrate and achieve as a non-negotiable a milestone of Level 4 by the end of the first year of the contract and thereafter improve at least one B-BBEE Level higher of each year from the second year of the contract.

Tenderer/s are requested to submit their B-BBEE Improvement Plan as an essential document within 30 days of signing the contract.

**NB:** A valid B-BBEE certificate or Sworn Affidavit is a condition for contract award, if your company's annual Total Revenue is R10 Million or less you qualify as an Exempted Micro Enterprise therefore you can submit Sworn Affidavit. If your annual Total Revenue is R50 Million or less, you qualify as Qualifying Small Enterprise and must comply with all of the elements of QSE score card relevant to your sector unless an entity is at least 51% Black owned you are required to obtain a Sworn affidavit. If your Annual Total Revenue is above R50m you need to submit a Valid B-BBEE certificate

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## 2. Local Procurement Content

"Local Procurement Content" refers to value added in South Africa by South African resources. Where a single contract involves a combination of local and imported goods and/or services, the tender response must be separated into its components as per the Price Schedule included with the tender documents. Local procurement content is total spending minus the imported component, and **it is 100%.**

**3. Procurement spends on** entities with a minimum 51% black ownership

The winning tenderer is encouraged to procure/spend on designated groups on the following paid invoices for both:

- the indirect expenses (e.g. overheads) on goods and services supplied to the contractor/supplier by designated groups; and
- direct spend on goods services supplied by the subcontractors for the execution of the scope of work.

## 4. Procurement spend on entities with a minimum 51% black ownership

The winning tenderer/s is/are encouraged to procure/spend on designated groups on the following paid invoices for both:

- the indirect expenses (e.g. overheads) on goods and services supplied to the contractor/supplier by designated groups; and
- direct spend on goods and services supplied by the subcontractors for the execution of the scope of work.

Activities, as a proportion of the local procurement content, which may be subcontracted to designated black owned enterprises must be submitted in a table below.

| Procurement from Designated Group | Eskom Target | Tenderer Proposal |
|---|---|---|
| Black Owned | 4.0% | |
| Black Women Owned | 3.0% | |
| Black Youth Owned | 2.0% | |
| Black Persons with Disability | 1.0% | |

## 5. Jobs

Tenderers are required to submit proposals for the type and number of jobs that will be created and retained in South Africa as a direct result of being awarded a contract. **Complete the table below "Jobs to be created and retained over the five-year contract period"**

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## 6. Skills Development

Tenderers are required to submit proposals in a table below for developing the skills of unemployed candidates South Africans over the contract period. **Skills development initiatives must be aligned to the scope of work, which includes the design, manufacture, supply, installation, maintenance and removal of vehicle branding.**

The successful tenderer shall develop skills of unemployed South Africans over the five-year contract period through accredited and/or structured workplace-based training programmes related to vehicle branding, signage production, digital printing, installation, maintenance, quality control and project coordination. **Complete the table below "Skills to be developed over the five-year contract period"**

The skills development candidates must be South African citizens and should, where reasonably possible, be sourced from provinces where the services will be rendered. The composition of candidates should be representative of South Africa's demographics, with preference given to youth, women and persons with disabilities.

At least **60% of the candidates shall be youth**, **40% shall be women**, and all candidates shall receive formal proof of training completion, such as certificates of attendance, statements of results, competency certificates or SETA-recognised proof of participation, where applicable.

The process of developing these skills shall involve the participation by tenderers directly and through their supply network. In certain cases, the SETA's accredited training providers can be approached to participate in developing critical and scarce skills.

**Note:** That these targets for skills development candidates categorically exclude Eskom employees and registered learners. The tenderers are required to take full responsibility for the total cost of developing the requisite skills, and Eskom shall not make any financial contribution towards the fulfilment of this obligation. Tenderers also are advised to approach their relevant SETAs to access grants, subsidies, and incentives as well as South African Revenue Services for tax rebates that are earmarked for skills development initiatives.

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| Jobs to be created and retained over the five-year contract period | | | | | | |
|---|---|---|---|---|---|---|
| **Province** | **Total estimated vehicles** | **Jobs Target Over 5 Years** | **Target for type of Jobs to be created** | | **Tenderer's proposal** | |
| | | | **Type of Jobs to be Created** | **Job Creation Focus** | **Type of jobs to be created/retained** | **Number of Jobs to be created/retained** |
| Free State | 697 | 2 jobs | Signage Application Assistant; General Branding Assistant | Entry-level support for preparation, material handling, installation assistance, cleaning and quality checks. | Created:<br>Retained: | Created:<br>Retained: |
| KwaZulu Natal | 1 308 | 4 jobs | Junior Signage Applicator; Vehicle Branding Installer; Vinyl Application Assistant | Operational jobs for decal positioning, vinyl application, signage removal, vehicle preparation and installation quality checks. | Created:<br>Retained: | Created:<br>Retained: |
| Northern Cape | 453 | 3 jobs | Vehicle Branding Installer; Signage Applicator; Installation Support Assistant | Installation, alignment, vinyl application, defect correction and site support. | Created:<br>Retained: | Created:<br>Retained: |
| Eastern Cape | 901 | 5 jobs | Signage Applicator; Digital Print Production Assistant; Print Finishing Assistant; Quality Checker | Installation, print preparation, laminating, cutting, finishing, packaging and routine quality control. | Created:<br>Retained: | Created:<br>Retained: |
| Western Cape | 826 | 5 jobs | Digital Print Production Operator; Vehicle Branding Installer; Print Finishing Operator; Quality Control Assistant | Digital print operation, vinyl cutting, print finishing, installation quality assurance and production support. | Created:<br>Retained: | Created:<br>Retained: |


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| | | | | | | |
|---|---|---|---|---|---|---|
| Northern Cape | 904 | 6 jobs | Graphic Design Assistant; Artwork Preparation Assistant; Digital Print Operator; Signage Applicator; Quality Checker | Artwork layout, print file preparation, digital print production, installation support and quality checks. | Created:<br>Retained: | Created:<br>Retained: |
| Mpumalanga | 1 115 | 7 jobs | Graphic Designer; Artwork Preparation Technician; Digital Print Production Operator; Vehicle Branding Installer; Quality Control Technician; Production Coordinator | Design, artwork approval, print workflow control, colour management, installation delivery, coordination and quality compliance. | Created:<br>Retained: | Created:<br>Retained: |
| Gauteng | 1 718 | 10 jobs | Senior Vehicle Branding Installer; Production Quality Controller; Digital Print Operator; Installation Team Leader; Print Finishing Operator; Site Coordinator | Complex installation, team supervision, print production, quality control, coordination, final inspection and rework management. | Created:<br>Retained: | Created:<br>Retained: |
| Limpopo | 1 413 | 10 jobs | Graphic Design Supervisor; Digital Print Production Supervisor; Signage Installation Supervisor; Quality Assurance Officer; Production Planner; Learner Mentor | Production supervision, artwork approval, planning, installation oversight, quality assurance, learner mentorship and reporting. | Created:<br>Retained: | Created:<br>Retained: |

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| Skills to be developed over the five-year contract period | | | | | | |
|---|---|---|---|---|---|---|
| **Province** | **Total estimated vehicles** | **Skills Target Over 5 Years** | **Recommended Skill Type / Occupation** | **Skills Development Focus** | **Tenderer's proposal** | |
| | | | | | **Skill type / occupation** | **Number of skills** |
| Free State | 697 | 2 skills | Vehicle Branding / Signage Application Assistant | Surface preparation, vinyl handling, application assistance, safety, tools and basic quality awareness. | | |
| KwaZulu Natal | 1 308 | 4 skills | Junior Vehicle Branding Installer / Signage Applicator | Decal positioning, vinyl application, signage removal, installation tools and quality checks. | | |
| Northern Cape | 453 | 3 skills | Vehicle Branding Installer / Signage Applicator | Vehicle branding installation, measuring, alignment, vinyl application, defect identification and rework control. | | |
| Eastern Cape | 901 | 4 skills | Signage Applicator / Digital Print Production Assistant | Signage installation, print preparation, laminating, cutting, finishing and quality checks. | | |
| Western Cape | 826 | 4 skills | Digital Print Production Operator / Vehicle Branding Installer | Digital print operation, colour accuracy, vinyl cutting, print finishing and installation quality assurance. | | |
| Northern Cape | 904 | 5 skills | Graphic Design Assistant / Artwork Preparation Assistant | Artwork layout, brand application, print file preparation, design software use and proof checking. | | |
| Mpumalanga | 1 115 | 6 skills | Graphic Designer / Digital Print Production and Quality Control Technician | Artwork preparation, colour management, print workflow control, signage specifications and quality compliance. | | |
| Gauteng | 1 718 | 8 skills | Senior Vehicle Branding Installer / Production Quality Controller | Complex installation, team supervision, production quality control, site readiness, final inspection and snag-list management. | | |
| Limpopo | 1 413 | 8 skills | Graphic Design, Digital Print Production and Signage Installation Supervisor | End-to-end production supervision, artwork approval, production management, installation oversight, quality assurance and learner mentoring. | | |


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## Section 4: SDL&I Retention and Performance Security

Eskom will apply a retention of 2.5% of the invoice amount for failure to meet SDL&I obligations.

As security for the fulfilment of SDL&I obligations, Eskom will apply a retention of 2.5% on every invoice amount (excluding VAT) for failure to submit SDL&I performance reports every quarter; **or** failure to meet the SDL&I obligations in this contract. The retained amounts shall only be released to the contractor upon:

- The tenderer will be expected to submit their performance reports on a quarterly basis towards SDL&I obligations.
- SDL&I will assess the submitted performance report against the Implementation plan then issue a compliance report.
- Should the report yield non-compliance results, Eskom will retain the 2.5%.
- Should the compliance results be positive, Eskom will release the retained funds to the tenderer.

## Section 5: Reporting and Monitoring

- The suppliers shall on a quarterly basis submit a report to Eskom in accordance with Data Collection Template on their compliance with the SDL&I obligations described above.
- Eskom shall review the SDL&I reports submitted by the suppliers within 60 (sixty) days of receipt of the reports and notify the suppliers in writing if their SDL&I obligations have not been met.
- Upon notification by Eskom that the suppliers have not met their SDL&I obligations, the suppliers shall be required to implement corrective measures to meet those SDL&I obligations before the commencement of the following report, failing which Retention clauses shall be invoked.

## Section 6: General Information on Validity of Sworn Affidavits

The following must be considered when it comes to validity of Affidavits;

**Tenderers submitting B-BBEE Sworn Affidavits must ensure that the affidavits meet the following key pointers to ensure their validity:**

- Name/s of deponent as they appear in the identity document and the identity number.
- Designation of the deponent as the **director**, **owner** or **member** must be indicated in order to know that person is duly authorised to depose of an affidavit. **(Mark the applicable option).**
- Name of enterprise as per enterprise registration documents issued by the CIPC, where applicable, and enterprise business address.
- Percentage of black ownership, black female ownership and designated group. In the case of specialised enterprises as per Statement 004, the percentage of black beneficiaries must be reflected. (**No blank spaces to be left**).
- Indicate total revenue for the year under review and whether it is based on **audited financial statements** or **management account**. **(Mark the applicable option).**
- Financial year end as per the **enterprise's registration documents**, which was used to determine the total revenue. (Financial year end to be stipulated by **day/month/year).**
- B-BBEE Status level. An enterprise can only have one status level. **(Tick applicable level)**
- Empowering supplier status must be indicated. For QSEs, the deponent must select the basis for the empowering supplier status.
- Date deponent signed and date of Commissioner of Oath must be the same. **(The sworn affidavit must be signed in the presence of the Commissioner of Oath. Furthermore the Commissioner must also sign and stamp)**
- Commissioner of Oath cannot be an employee or ex officio of the enterprise because, a person cannot by law, commission a sworn affidavit in which they have an interest.

Name of tenderer: ……

Tenderer representative: ……

Representative signature: ……..

Date: ……..

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